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Japanese seek storage space as cars clog ports

By Charles M. Thomas
AUTOMOTIVE NEWS STAFF REPORTER

Excess inventory at the nation's leading ports has forced some Japanese importers to seek storage space inland before cars are shipped to dealers.

Port officials say the buildup may be due to a sales lag. But at least one Japanese automaker says its sales surged in June and the overflow is due to buildout in Japan before plants close in August.

"Nissan has been approaching companies owning land to make just-in-case plans," said an industry source. "They have asked companies in northern California and San Diego if they have land available to lease in the event of an emergency."

And a high-ranking official in the auction industry said the company has been approached by three Japanese car importers asking for storage space.

Meantime, a spokesman for Nissan Motor Corp. in U.S.A., based in Carson, Calif., said the automaker is trucking vehicles to a storage facility in Philadelphia, from its Smyrna, Tenn., plant due to slow sales of entry-level vehicles, Pathfinders and trucks until storage space can be built at the plant.

He also said there have been discussions with companies to lease storage sites if it becomes necessary.

A spokeswoman for Toyota Motor Sales U.S.A., Torrance, Calif., conceded the automaker has 6,000 vehicles parked in Fontana, Calif., but denied it was due to a dip in market. She characterized Toyota sales in June as record-breaking.

Combined domestic-built and import sales for Toyota were up overall in June but sales of its imported models dipped to 49,223 from 54,906 last year. Import sales for Nissan in June were 41,583, up from 35,324.

"Vehicles are being shipped to the United States faster than they are sold because of buildout in Japan," she said. "Plants traditionally close in August in Japan."

But Francois Elmaleh, general manager of the automotive division for the Port of Portland, said the number of vehicles at the port indicates a slowdown somewhere.

He estimated there are 20,800 vehicles at one terminal up from 12,000 normally and 6,000 Toyotas at another terminal that "appear to be in temporary storage."

According to Elmaleh, there are high numbers of vehicles on the ground at ports on both coasts.

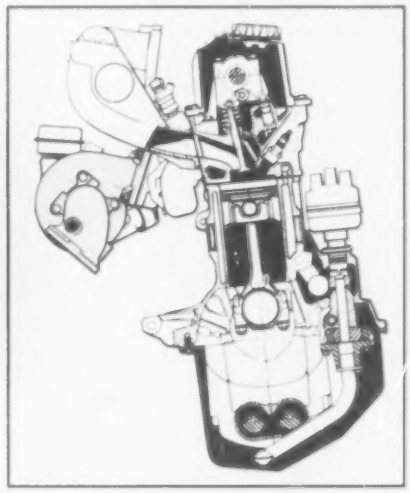
Korean automaker Hyundai Motor America, of Garden Grove, Calif., is putting the most pressure on the port for space, with cars parked for upwards of 70 days.

"We have graveled an additional 30 acres for Hyundai to handle the overflows," said Elmaleh. He added that Toyota "is backed up."

Jim Mazorkis, general manager for Pasha Group at the Port of Richmond in California, said Acuras are moving slower than usual.

Vehicle "dwell time" in port for Acuras is three weeks up from one week, he said. That is, cars that are normally processed and

see PORTS, page 41



Turbochargers, highlighted at right on a Chrysler 2.2-liter engine, give extra zip to cars like the 1989 Shelby Shadow. Hot exhaust gases drive a turbine that forces air into the cylinders; but the heat that is dissipated in the metal turbo housing may be required by the catalytic converter farther down the exhaust system.

TURBO BARRIER: *Costly emissions changes threaten popular engine*

By Jack Koebler
AUTOMOTIVE NEWS STAFF REPORTER

Tougher tailpipe emission standards will require multimillion-dollar changes to catalytic converters, vehicle floorpans, exhaust manifolds and possibly emissions-system warranties.

Future emissions standards could also eliminate passenger-sedan turbochargers, according to some General Motors engineers.

Engineers at Chrysler Motors, where 60 percent of the four-cylinder engines produced since 1984 have been turbocharged, say their turbo cars are threatened.

And Toyota engineers also say that keeping turbochargers will present a technological challenge.

Chrysler, which relies on turbocharged engines more than either Ford Motor Co. or GM, insists it will continue to use turbochargers. Chrysler has built 976,000 turbo four-cylinder engines and will reach one million in early 1990.

But Chrysler also will have additional V-6 engines available for

see TURBO, page 41

Wary dealers reduce orders as sales fade

By Michelle Krebs and Philly Murtha
AUTOMOTIVE NEWS STAFF REPORTERS

DETROIT — Anticipating a continued slowdown in sales through the rest of the year, Big 3 dealers are ordering fewer cars for the 1990 model year than they have ordered in the past few years.

Cautious dealer ordering due to anticipated soft sales will continue to trigger the temporary shutdown of more assembly plants.

Last Friday, Ford Motor Co. Chairman Donald E. Petersen confirmed dealer fears. He acknowledged to reporters that he believes second-half car and truck sales will remain soft, and that the calendar 1989 total could dip as low as 14.7 million units, some 300,000 below forecasts made just six months ago.

"You'll tend to see difficulties centering in the lower part of the market — both cars and trucks — because interest rates tend to hurt people in the lower income bracket," Petersen said.

He said trucks will continue to sell at a 5.0 million pace, which would put the year's car sales total well below 10 million.

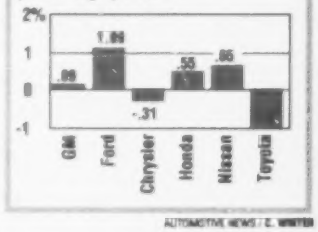
Petersen was looking ahead. Looking back, the U.S. Commerce Department said the seasonally adjusted annual selling rate in the first half was 10 million cars and 4.6 million light trucks.

In the first six months of 1989, car and light-truck sales fell

see SALES, page 44

Share change

Changes in share of domestic car and light truck market, 1st half 1988 to 1st half 1989. Figures in percentage points.



AUTOMOTIVE NEWS / E. WINTER

Olds adopts mandatory ad fee for dealers

By Laura Clark and Michelle Krebs
AUTOMOTIVE NEWS STAFF REPORTERS

DETROIT — Oldsmobile will follow Chevrolet's and GMC Truck's lead and will assess its dealers a mandatory fee to pay for local advertising beginning in the 1990 model year.

The fee will be levied on all 1990 Oldsmobile models, and informed dealer sources say other divisions — specifically Buick and/or Pontiac — may follow suit.

Top advertising executives at Buick and Pontiac insist the 1 percent assessment for dealer advertising is voluntary, but some Buick and Pontiac dealer groups are already being strongly encouraged by the divisions to use the 1 percent system.

The Oldsmobile program will be patterned after those instituted at the start of the 1989 model year by Chevrolet and GMC Truck. Dealers are assessed 1 percent of the invoice price on every vehicle delivered to dealers — except for fleet and GM employee discount vehicles — to fund local advertising. Twenty-five percent of the contribution is refunded to dealers to pay for advertising for their own stores after they present advertising proofs and receipts to the division.

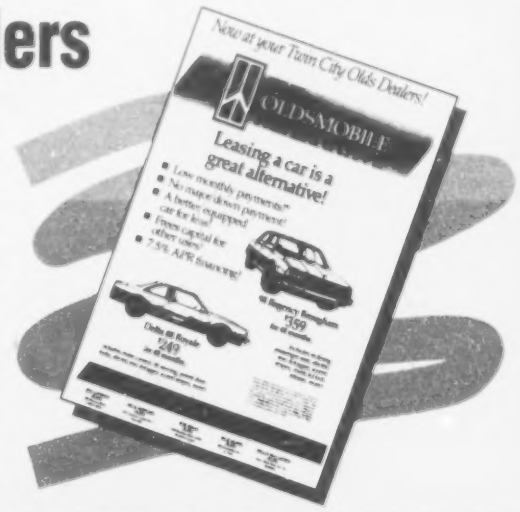
For dealers who do not want to be members of a dealer ad group, Oldsmobile will provide refunds on 25 percent of their contributions so they can advertise their own stores. The division will put the other 75 percent towards regional factory advertising.

GM contends that the 1 percent assessment boosts the division's share of advertising voice vs. its competitors. A lower share of advertising voice means that competitors who sell fewer cars are doing proportionately more advertising.

But dealers argue GM is shifting advertising expense to them.

"We are clearly opposed to mandatory advertising programs; we feel it is shifting the cost from the manufacturer to the dealer," said Frank E. McCarthy, executive vice president of the National Automobile Dealers Association, who expects protests from smaller Oldsmobile dealers over the new program.

see DEALERS, page 41



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Manufacturing: 3 approaches

Automotive News looks at the automation of Ford in Mexico and Fiat in Italy and the no-assembly line work stations of Volvo in Sweden (left). See pages 22-27.

Frankfurt pullout is Hyundai's latest European woe

By Jean-Jacques Renaux
STAFF CORRESPONDENT

BRUSSELS, Belgium — Hyundai Motor Co.'s withdrawal from September's Frankfurt auto show comes as another sign of the South Korean maker's troubles to gain a foothold in Europe.

Hyundai had been expected to use the show — Europe's largest — as a launch pad for entering West Germany, Europe's biggest national market. The company was planning to introduce the so-called "sporty looking car," a subcompact coupe derived from the new Excel. But it recently dropped out of the show, reportedly because of problems in putting together a dealer network in Germany.

MODERN MOTOR

Hyundai was expected to unveil this sporty coupe at the Frankfurt auto show.

The withdrawal is the latest in a list of setbacks — ranging from strike-related capacity shortages to cost pressures from higher tariffs — that seem to have conspired against Hyundai since it broke into Europe in 1987.

At that time, Hyundai announced plans to sign independent importers in most national markets. So far, the company has distributors in just five of Europe's 18 countries: Belgium, Italy, Luxembourg, the Netherlands and the United Kingdom.

Along the way, Hyundai has lost its import license in Greece and reportedly is having trouble naming distributors and signing dealers in such countries as Austria, Switzerland and West Germany.

In 1988 Hyundai sold 18,250 passenger cars in Europe, according to industry estimates, taking an average of 0.3 percent of the markets where it competed. Its best showing was in the United Kingdom, where it held a 0.5 percent share of the car market with 11,365 sales. Hyundai also sold 819 commercial vehicles there.

However, Hyundai's United Kingdom car sales have declined by some 20 percent in the first five months of 1989.

"We are under pressure," said John Bell, sales manager at Hyundai United Kingdom. "And we expect to be less profitable in 1989 than last year."

Hyundai's growing pains can be traced to a variety of causes. Among them:

● Strikes and industrial unrest in South Korea for the past two years have delayed the launch of the compact Sonata and continue to disrupt exports to Europe. One importer, returning from Korea recently, spoke of parking lots crowded with unfinished cars

see HYUNDAI, page 43

SQUEEZED: *Connecticut lemon law KO'd; state arbitration ruled unfair to makers*

By Helen Kahn
SENIOR CORRESPONDENT

Connecticut's lemon law, one of the toughest in the nation, has been overturned by an auto industry challenge that has stopped the state-run arbitration program.

While the state Supreme Court decision, in effect, guts the Connecticut law, manufacturer-run voluntary arbitration programs will continue to be offered to consumers to settle warranty disputes. But the fate of 100 pending cases and those that went against the manufacturers during the past five years may be up in the air as a result of the ruling.

The court last week held unanimously that the state's second-generation lemon law — passed in 1984 — is unconstitutional because it doesn't give auto companies the same access to court review of adverse decisions by arbitrators that it gives consumers.

Under the Connecticut law, consumers disappointed by an arbitrator's decision can go directly to court and get a trial on the issues, but a disappointed automaker must either abide by the arbitrator's decision or challenge it only on severely limited grounds such as bias or error by the arbitrator.

The Motor Vehicle Manufacturers Association and the Automobile Importers of America challenged the law on three counts. They won on one count and lost on the other two.

The court ruled against the automakers on the issue of their "right to a trial by jury" and their claim for due process and equal protection under the law because they have to pay a $250 filing fee to defend against a consumer complaint unless they can show economic hardship.

A similar challenge involving New York's lemon law is before a state court in Albany.

William Crabtree, MVMA's general counsel, said, "We are pleased with the decision of the Connecticut Supreme Court, which held that the Connecticut lemon law violates the Connecticut Constitution. The manufacturers' privately sponsored consumer arbitration panels for warranty claims are not affected by this decision and remain available for consumers."

Acting Attorney General Clarine Nardi Riddle said the court may have taken the law "off the road, but the law is only temporarily in the shop for repairs." She added that the decision "includes its own repair manual, a blueprint that we can use to repair the law, and that's exactly what I plan to do."

The court said a possible solution would be to give manufacturers their day in court, which would include a "de novo review of questions of law and a substantial evidence review of questions of fact." That would give the automakers broader access to judicial review while accommodating the lemon law's "purpose of avoiding costly litigation."

The ruling also throws into question decisions that have gone against the manufacturers. They may be able to request new hearings as a result of the Supreme Court's ruling.

Chrysler Motors said it would not challenge any of those decisions, and it offered to have the 20 or so cases pending against it heard by Chrysler's customer arbitration board.

Those cases are among more than 100 disputes over unsuccessful repairs made on cars under warranty that are pending before the state-run arbitration board. But, according to Assistant Attorney General Garry Desjardins, negotiations are under way to see if they — and perhaps later cases — can be settled on a voluntary basis as a temporary measure until the law can be changed.

But the state Legislature has recessed and won't return until Feb. 7, 1990. That session is scheduled to last only until May and deal with financial matters only, although some expect the lemon law revisions to be fitted into the schedule.

Former Connecticut legislator John Woodcock, the so-called father of the lemon law, said he believes a special session of the General Assembly may be possible as early as July 17, with the program back on track the following day.

Woodcock told Automotive News that the Connecticut lemon law, in effect since Oct. 1, 1984, "filled a federal vacuum" created by the Federal Trade Commission. He said he is sure the state will continue to do what it has to "to address this important consumer concern."

Discovery gives Land Rover a three-vehicle lineup.

Rover's Discovery

2-door model won't be sold in U.S.

By Daniel Ward
STAFF CORRESPONDENT

LONDON — Land Rover's new two-door, mid-range, four-wheel-drive model will be called Discovery and will debuts at the Frankfurt auto show in West Germany in September.

The launch will give the Rover Group subsidiary a three-model lineup for the first time.

Discovery will be priced between the base Land Rover and the Range Rover.

Company officials are mum on Discovery's production plans.

The new model is strictly European; there are no plans to market Discovery alongside the Range Rover in the United States.

Because it is a two-door model, Discovery would be subject to the U.S. Customs' ruling that such vehicles are trucks and subject to a 25 percent tariff.

Four-door Range Rovers, along with other four-door sport-utility vehicles and passenger vans, were ruled to be passenger vehicles subject to a 2.5 percent duty. Imported cars also are subject to a 2.5 percent duty.

Discovery will have an 84-horsepower, 2.4-liter, gasoline-powered four-cylinder engine. The Range Rover has a V-8. The new vehicle also has a shorter wheelbase than the Range Rover.

Discovery is Land Rover's first new vehicle since the Range Rover was launched in 1970. Its design follows familiar Land Rover lines and it has an aluminum body bolted to a welded steel chassis. Suspension includes coil sprung live axles.

The launch of a third model comes when Range Rover's sales continue to climb worldwide, including the United States. U.S. sales for the first six months were up 52 percent to 2,400 units.

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Skinner to decide on light truck safety standards

By Diana T. Kurylko
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — Transportation Secretary Samuel K. Skinner will make recommendations to the White House within 90 days on which passenger-car safety standards should be applied to light trucks, sport-utility vehicles and vans.

Those recommendations will focus on improving light-truck, sport-utility-vehicle and van safety in four areas — head restraints, side impact, roof-crush and rear-seat lap/shoulder belts. Skinner is also expected to address the issue of whether car passive-restraint requirements should be extended to these vehicles.

The Transportation Department's timetable was outlined in a letter to Sen. Ernest Hollings, D-S.C., chairman of the Senate Commerce Committee, which last month accused DOT of foot-dragging on light-truck safety.

Skinner wrote the letter to answer those charges and to head off legislation that would establish timetables for new NHTSA light-truck and van rules.

Skinner said legislative mandates are not necessary.

"As I stated in my confirmation hearing, I place a high priority on the safety of all our transportation systems including motor vehicles used for personal travel," he said.

"I wish to assure you that the department is moving expeditiously to improve vehicle safety, including rulemaking for additional LTV (light truck and van) safety standards."

Skinner said his discussions with the Bush administration will not address the rollover issue because NHTSA is still researching the problem and that the agency will not have enough data to propose a rollover regulation until year's end.

"I assure you that we will not tolerate delays in the research schedule," Skinner said.

Barry Felrice, NHTSA's associate administrator for rulemaking, said the agency expects Skinner to approve a final rule mandating rear shoulder/lap belts for light trucks and vans within 90 days and a head-restraint regulation before the end of the summer.

But once the roof-crush, side-impact and passive-restraint recommendations are made, Felrice said, the final decision on those standards could get tangled up in various levels of the Bush administration.

One such review may occur in the Office of Management and Budget, which reviews all regulations for economic feasibility. Felrice said NHTSA is presenting its research on high-mounted brake lights for light trucks and vans. It shows the lights are effective only on certain types of trucks.

Skinner

DOMESTIC CAR SALES

	June 21, to June 30, 1989	Same Period, 1988	June 1989	Same Month, 1988	Jan. 1, to June 30, 1989	Same Period, 1988
Alliance	0	135	0	256	0	3,696
Eagle	0	0	0	0	0	1,392
Premier	2,052	1,752	4,697	4,471	23,289	18,488
Total Eagle	2,052	1,887	4,697	4,727	23,289	23,576
Horizon	1,093	2,507	2,525	5,953	15,932	27,806
Laser	883	0	2,203	0	8,818	0
Sundance	2,021	4,214	5,554	10,013	40,058	43,179
Turismo	0	0	0	0	0	1,115
Reliant	972	3,568	3,059	8,191	19,477	65,697
Acclaim	3,484	0	9,471	0	43,077	0
Caravelle	0	264	0	1,116	733	10,287
Gran Fury	0	860	0	1,885	1,443	7,584
Total Plymouth	8,453	11,413	22,812	27,158	129,538	155,668
LeBaron K	0	685	0	1,725	787	14,338
LeBaron J	2,856	4,033	8,676	9,303	47,980	56,931
LeBaron GTS	129	589	332	1,427	2,721	8,796
Fifth Avenue	393	749	994	1,828	7,765	26,398
New Yorker C	2,270	3,705	7,065	9,342	50,623	34,524
New Yorker E	0	27	0	63	237	14,170
Total Chrysler	5,648	9,788	17,067	23,688	110,113	155,157
Omni	1,081	2,525	2,704	6,178	16,281	26,899
Shadow	2,102	4,017	5,621	9,546	39,835	47,823
Charger	0	0	0	0	0	1,022
Daytona	2,400	3,454	6,564	8,016	39,395	40,888
Aries	1,287	3,347	3,574	7,871	19,728	58,293
Lancer	103	364	259	907	1,755	5,755
Spirit	2,764	0	8,534	0	37,451	0
Diplomat	0	42	0	2,053	2,551	12,227
Dynasty	3,239	2,951	10,261	8,309	64,995	37,897
Dodge 600	0	269	0	1,075	808	9,404
Total Dodge	12,976	17,729	37,517	43,955	222,799	240,208
CHRYSLER MOTORS	29,129	40,817	82,093	99,528	485,739	574,609
Escort	11,787	15,789	29,350	38,588	174,382	192,071
Mustang	5,562	6,205	15,870	15,451	97,780	99,430
Tempo	7,088	10,625	19,522	27,167	119,434	147,088
Taurus	10,738	15,600	30,901	36,800	185,440	210,973
Thunderbird	3,345	4,367	8,990	11,333	62,882	68,432
Probe	5,395	2,832	13,713	6,890	70,646	18,837
Crown Victoria	3,460	5,084	9,259	12,182	54,322	64,104
Total Ford Div.	47,375	60,502	127,605	148,411	764,886	800,935
Lynx/Tracer	2,583	2,158	7,184	5,241	32,420	31,056
Topaz	2,611	4,666	7,586	9,302	47,498	44,657
Sable	3,399	6,158	10,558	12,486	61,176	66,893
Cougar	2,875	4,337	7,480	10,263	52,718	59,788
Grand Marquis	3,077	4,799	8,349	11,671	54,192	61,020
Total Mercury	14,545	22,118	41,157	48,963	248,004	263,414
Continental	2,422	1,619	5,270	3,767	29,453	21,562
Lincoln	4,211	4,900	11,857	12,252	59,060	64,388
Mark VII	1,166	788	2,915	1,846	15,469	11,275
Total Lincoln	7,799	7,307	20,042	17,865	103,982	97,225
Total L-M Division	22,344	29,425	61,199	66,828	351,986	360,639
FORD MOTOR CO.	69,719	89,927	188,804	215,239	1,116,872	1,161,574
Skyhawk	707	686	1,914	1,795	10,967	15,574
Somerset/Skylark	3,632	2,766	8,842	6,500	36,598	32,030
Century	3,387	4,587	8,948	10,407	67,923	59,173
Regal	3,651	4,733	8,216	11,774	42,637	63,127
LeSabre	6,184	5,522	15,206	11,877	66,963	79,231
Reatta	375	188	861	446	4,215	1,634
Electra	2,916	3,468	6,791	7,483	39,683	41,836
Riviera	637	255	1,569	722	10,300	5,187
Total Buick	21,489	22,205	52,347	51,004	279,286	297,792
Cimarron	0	186	3	490	232	3,697
Allante	162	135	269	338	1,667	1,792
Seville	916	963	3,188	1,798	13,895	10,611
DeVille	4,369	3,744	9,486	9,792	82,855	77,352
Brougham	1,498	1,252	3,110	2,922	18,734	20,385
Eldorado	1,304	1,049	2,972	2,395	17,212	14,348
Total Cadillac	8,249	7,329	19,028	17,735	134,595	128,185
Chevette	0	5	0	13	0	191
Geo Prizm/Nova	3,056	3,381	8,727	8,147	34,415	62,006
Cavalier	9,360	12,497	27,944	31,317	154,656	156,855
Camaro	3,307	3,866	10,789	10,085	60,057	53,055
Celebrity	4,979	7,884	18,747	22,033	112,148	138,504
Corsica/Beretta	12,872	17,012	38,363	44,376	199,228	222,514
Monte Carlo/Lumina	3,442	1,105	11,413	2,981	23,593	21,563
Caprice	4,693	6,823	15,157	17,669	81,317	89,898
Corvette	614	859	1,869	2,427	10,175	13,544
Total Chevrolet	42,323	53,432	133,009	139,048	675,589	758,130
Firenza	0	232	0	460	12	6,646
Calais	2,884	4,617	7,862	11,116	48,030	54,832
Cutlass Ciera	6,479	9,615	16,499	22,669	103,397	119,859
Cutlass Supreme	2,838	4,016	7,878	10,059	50,936	54,320
Olds 88	4,347	6,970	12,077	17,385	74,909	94,819
Olds 98	2,053	2,276	5,691	5,752	37,066	38,051
Toronado	299	884	607	1,882	4,021	8,898
Total Oldsmobile	18,900	28,610	50,614	69,323	318,371	377,425
Fiero	0	1,087	0	2,618	1,961	15,689
Pontiac 1000	0	0	0	0	0	154
Sunbird	3,016	3,674	8,333	8,922	50,588	45,100
Firebird	2,065	2,701	5,950	6,055	34,895	33,632
Grand Am	6,853	11,245	18,436	25,154	104,966	127,760
Pontiac 6000	2,296	4,759	5,983	11,518	38,418	55,389
Grand Prix	2,329	3,893	7,500	9,087	63,903	44,531
Bonneville H	2,713	5,044	7,480	11,961	47,538	64,811
Paris./Safari	171	226	493	580	2,462	3,804
Total Pontiac	19,443	32,629	54,175	75,895	344,731	390,870
GENERAL MOTORS	110,404	144,205	309,173	353,005	1,752,572	1,952,402
HONDA	11,768	13,576	25,756	30,049	193,144	184,876
Civic	6,068	4,354	12,874	9,175	87,301	48,345
Accord	5,700	9,222	12,882	20,874	105,843	136,531
MAZDA	1,833	1,495	3,515	2,909	22,185	14,005
MITSUBISHI	1,101	0	2,810	0	11,230	0
NISSAN	5,874	6,035	9,534	11,915	50,606	49,957
TOYOTA	11,467	3,066	18,988	5,418	88,487	27,571
VOLKSWAGEN	0	2,334	0	4,301	0	24,939
DOMESTIC TOTAL	241,295	301,455	640,673	722,364	3,720,835	3,989,933
IMPORT TOTAL			258,179	288,500	1,410,096	1,538,531
INDUSTRY TOTAL			898,852	1,010,864	5,130,931	5,528,464

*—U.S.-built Volkswagen models sold after June 30, 1988, are included in import totals.

SALES

FROM PAGE 1

6.55 percent below last year's first-half total.

In June, car and light-truck deliveries in the United States were 10.66 percent below last year's strong showing. The month closed with a 19.96 percent downturn in domestic car sales for June 21-30.

The Big 3 have set ambitious production schedules for the fourth quarter, auto company sources said. But company sources as well as industry analysts expect automakers to trim those schedules.

The Big 3 have been forced to close plants in the second and third quarters because of high inventories. Further cuts in third-quarter production could be announced.

General Motors already had extended summer shutdowns at a number of plants because of swelling inventories. And last week, GM lengthened the shutdowns at some plants, affecting nearly 16,000 workers.

The Wilmington, Del., plant will be idle for three of four weeks in July. It previously was scheduled for model changeover during a weekend. The Linden, N.J., plant will close for a month, a week longer than previously planned. The plants build the Chevrolet Corsica and Beretta.

GM also said its Arlington, Texas, plant will begin a three-week shutdown July 13. The plant, which produces the Cadillac Brougham, Oldsmobile Custom Cruiser and Chevrolet Caprice, was to have gone through model changeover during a weekend.

Ford Motor Co., for the first time since the economic recovery started six years ago, closed plants due to climbing inventories. The Edison, N.J., and Wayne, Mich., plants, which assemble Escorts, were down in late May/early June and again the final week in June. Extended summer shutdowns are set at other Ford plants.

MARKET SHARES, June 1989

	Total Sales	Pct. of Total
SUBCOMPACT	96,899	10.78
COMPACT	154,924	17.24
INTERMEDIATE	279,901	31.14
STANDARD	105,950	11.79
SPECIALITY	2,999	0.33
IMPORT	258,179	28.72
TOTAL	898,852	100.00

Chrysler Motors cut production at its Sterling Heights, Mich., plant due to slow sales of Dodge Shadow and Plymouth Sundance.

Despite the first-half sales slip, dealers remain optimistic that the slide is temporary. Many said they expected to order more heavily later in the model year.

"We are cutting back (our 1990-model-year) orders about 20 percent," said Dave Gill of Dave Gill Pontiac-GMC in Columbus, Ohio. "We hope that it's temporary. Sales are off, and right now we have the same availability of cars as we did last year at this time. That hurts a little."

Industry analysts and economists aren't sounding the recession alarm either. While analysts don't predict a sales upswing anytime soon, they say the present level of vehicle sales is more normal than in recent years. The industry couldn't sustain the record numbers of the past six years, they say.

Economists point out that consumer confidence remains relatively strong, employment is high and interest rates have fallen.

Dealers say they aren't ordering as many 1990 models initially because of the sales slide and because they want to reduce their inventories. By keeping inventory down, they can reduce their floorplanning expense.

Dealers say they also are waiting for the Big 3 to announce their 1989-model cleanup programs this week before placing big orders for 1990 models.

In addition to announcing their incentive programs, GM and Ford are to disclose plans to compensate dealers for vehicles in stock when the new model year starts.

Earlier this year, the two companies said they wouldn't pay the same carryover allowance they traditionally have paid dealers. GM sources said the automaker will reveal its plan to dealers this week; Ford has said it will tell dealers its plans after GM's announcement.

"We keep hearing there won't be a proper carryover allowance so we're being cautious," said Bruton Smith of Town & Country Ford in Charlotte, N.C. "We've cut back about 25 percent. Sales are off about 11 percent. We have too many cars."

Auto analysts said the slide in June and first-half sales was the result of a saturated market.

"Market saturation has to be paid for," said David Healy, auto analyst with Drexel, Burnham and Lambert. "It's certainly not a disaster."

Another reason for slow sales, analysts said, is that potential customers have late-model vehicles on which they owe more than the vehicle is worth as a trade-in, making it difficult to deal in the showroom.

In the first six months of 1989, combined domestic and import car sales fell 7.19 percent below last year's total, and light-truck deliveries were down 5.15 percent.

Three of the Japanese automakers with U.S. transplant operations reported gains of 3 to 10 percent in first-half retail deliveries of imported and U.S.-built cars. The Big 3 domestic makers showed sales declines of 4 to 10 percent.

Deliveries of U.S.-built cars declined 6.74 percent in the first half, while import-car sales sagged 8.35 percent. The imports' market share slipped less than half a point, to 27.48 percent from last year's 27.82 percent.

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U.S. CAR SALES BY MARKETING UNITS

	June 1989	Percent Share	June 1988	Percent Share	6 Mos., 1989	Percent Share	6 Mos., 1988	Percent Share
Alfa Romeo	218	0.02%	485	0.05%	1,683	0.03%	2,708	0.05%
American Honda	54,924	6.11%	63,328	6.26%	379,984	7.41%	367,441	6.65%
BMW	5,841	0.65%	6,153	0.61%	34,849	0.68%	34,786	0.63%
Buick	52,347	5.82%	51,004	5.05%	279,286	5.44%	297,792	5.39%
Cadillac	19,028	2.12%	17,735	1.75%	134,595	2.62%	128,185	2.32%
Chevrolet	143,147	15.93%	152,326	15.07%	733,007	14.29%	822,477	14.88%
Chrysler	17,755	1.98%	25,011	2.47%	114,193	2.23%	160,836	2.91%
Daihatsu	1,205	0.13%	1,012	0.10%	6,827	0.13%	5,273	0.10%
Dodge	40,293	4.48%	48,994	4.85%	242,829	4.73%	269,140	4.87%
Eagle	6,310	0.70%	5,405	0.53%	37,454	0.73%	32,144	0.58%
Ford	132,591	14.75%	154,498	15.28%	801,312	15.62%	836,204	15.13%
Hyundai	15,537	1.73%	28,041	2.77%	98,290	1.92%	148,493	2.69%
Isuzu	1,549	0.17%	2,788	0.28%	9,593	0.19%	11,595	0.21%
Jaguar	1,888	0.21%	1,908	0.19%	9,365	0.18%	9,897	0.18%
Lincoln	20,042	2.23%	17,865	1.77%	103,982	2.03%	97,225	1.76%
Maserati	24	0.00%	80	0.01%	163	0.00%	510	0.01%
Mazda	24,018	2.67%	23,136	2.29%	130,476	2.54%	130,151	2.35%
Mercedes	7,079	0.79%	8,154	0.81%	36,265	0.71%	44,066	0.80%
Mercury	41,680	4.64%	50,788	5.02%	252,498	4.92%	269,818	4.88%
Mitsubishi	11,291	1.26%	6,298	0.62%	50,972	0.99%	35,040	0.63%
Nissan	51,117	5.69%	47,239	4.67%	263,447	5.13%	238,393	4.31%
Oldsmobile	50,614	5.63%	69,323	6.86%	318,371	6.20%	377,425	6.83%
Peugeot	501	0.06%	768	0.08%	3,067	0.06%	3,482	0.06%
Plymouth	25,441	2.83%	31,782	3.14%	148,247	2.89%	181,880	3.29%
Pontiac	60,335	6.71%	81,379	8.05%	371,650	7.24%	423,304	7.66%
Porsche	956	0.11%	1,554	0.15%	4,556	0.09%	8,806	0.16%
Saab	2,385	0.27%	3,636	0.36%	16,192	0.32%	19,341	0.35%
Sterling	563	0.06%	715	0.07%	3,351	0.07%	4,947	0.09%
Subaru	13,235	1.47%	15,000	1.48%	73,724	1.44%	75,724	1.37%
Suzuki	349	0.04%	0	0.00%	2,809	0.05%	0	0.00%
Toyota	68,221	7.59%	60,324	5.97%	327,143	6.38%	311,049	5.63%
Volvo	9,695	1.08%	9,153	0.91%	53,043	1.03%	49,621	0.90%
VWoA	17,635	1.96%	22,969	2.27%	82,403	1.61%	114,167	2.07%
Yugo	1,038	0.12%	2,013	0.20%	5,305	0.10%	16,544	0.30%
TOTAL	898,852	100.00%	1,010,864	100.00%	5,130,931	100.00%	5,528,464	100.00%
TOTAL GM	325,471	36.21%	371,767	36.78%	1,836,909	35.80%	2,049,183	37.07%
TOTAL FORD	194,313	21.62%	223,151	22.08%	1,157,792	22.56%	1,203,247	21.76%
TOTAL CHRYSLER	89,799	9.99%	111,192	11.00%	542,723	10.58%	644,000	11.65%
TOTAL JAPANESE	225,909	25.13%	219,125	21.68%	1,244,975	24.26%	1,174,666	21.25%
TOTAL EUROPEAN	47,823	5.32%	57,588	5.70%	250,242	4.88%	308,875	5.59%
TOTAL KOREAN	15,537	1.73%	28,041	2.77%	98,290	1.92%	148,493	2.69%

Big 3 totals include their captive imports. Percent share may contain error of one or two points due to rounding.
Sales charts compiled by Karen Detkowski.

SALES

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Although light-truck deliveries for the first six months declined, they accounted for 31.84 percent of the new-vehicle market. That was up from the last year's 31.37 percent.

The Big 3 lost more than half a point of the combined U.S. car and light-truck market in the first six months this year. They took 74.67 percent of the total compared to 75.34 percent a year ago.

Market shares moved around in the first six months. Including captive imports and light trucks, GM and Chrysler each lost more than half a point, while Ford gained more than half a point.

The five major Japanese manufacturers and their transplants continued to capture more of the U.S. vehicle market. Toyota, Honda, Nissan, Mazda and Mitsubishi took 18.40 percent of the car and light-truck market compared to last year's 16.64 percent.

Among the Big 3, Ford delivered 4.14 percent fewer cars and light trucks in the first six months of 1989. GM's total sales fell 8.32 percent and Chrysler's slid 10.50 percent below last year's comparable six months.

Automotive News Staff Reporters Louise Kertesz and Dutch Mandel contributed to this report.

Import sales tumble 8% for first half

By Jesse Snyder
AUTOMOTIVE NEWS STAFF REPORTER

LOS ANGELES — Import sales dropped more than 10 percent in June, contributing to an 8.35 percent drop in volume during the first six months of 1989.

Import sales were off 128,435 units during the first half compared to the year-ago period.

Mitsubishi, Acura, Nissan and Eagle imports posted substantial gains, but they were more than offset by a dozen or so imports with significant sales dips.

In June, 258,179 imports were sold, down 10.51 percent from 288,500 last year, and just a tick better than the 11.31 percent downturn in the domestic market.

The Big 3's captive imports and cars from Europe performed poorly during the first six months of 1989. Only Eagle was able to post a gain among captive imports.

For the Europeans, only BMW could eke out a tiny first-half sales increase, up 63 cars or 0.18 percent to 34,849, after a June that was down 312 units to 5,841. No other European make was able to outperform the declining market.

The Japanese as a group were the best off, but there were both winners and losers among them. Japanese totals looked better when sales figures from U.S. transplant operations for Honda, Toyota, Nissan, Mazda and Mitsubishi were included.

The increasing impact of those operations was underscored by American Honda, which sold more North American-produced cars than imports of both Honda and Acura cars during the first six months of 1989.

Toyota, for example, sold 238,656 imported cars in the first half of 1989, down from 283,478 in the 1988 period, but sold 88,487 U.S.-built cars, up 220.9 percent, for a combined total of 327,143 cars, up 3.51 percent from the first half of 1988.

Nissan was a big winner after a down year in 1988. Nissan sold a combined import and U.S.-made car total of 263,447 in the first half, up 10.51 percent from 238,393 from the first six months of 1988.

Mazda sold 22,185 U.S.-built cars in the first six months of 1989 compared to 14,005 last year.

Mitsubishi also posted a strong gain using new U.S. manufacturing muscle. With 11,230 U.S.-built cars in the first half of 1989, total sales jumped to 50,972 from 35,040, an increase of 15,932 or 45.64 percent.

IMPORTED CAR SALES

	June 1989	June 1988	6 Mos., 1989	6 Mos., 1988
Acura	14,078	11,390	71,060	61,303
Alfa Romeo**	218	485	1,683	2,708
Audi	1,899	2,422	9,312	11,733
BMW	5,841	6,153	34,849	34,786
Chevrolet	10,138	13,278	57,418	64,347
Chrysler	688	1,323	4,080	5,679
Daihatsu	1,205	1,012	6,827	5,273
Dodge	2,776	5,039	20,030	28,932
Ford	4,986	6,087	36,426	35,269
Eagle	1,613	678	14,165	8,568
Honda	15,090	21,889	115,780	121,262
Hyundai	15,537	28,041	98,290	148,493
Isuzu	1,549	2,788	9,593	11,595
Jaguar	1,888	1,908	9,365	9,897
Maserati**	24	80	163	510
Mazda	20,503	20,227	108,291	116,146
Mercedes-Benz	7,079	8,154	36,265	44,066
Mercury	523	1,825	4,494	6,404
Mitsubishi	8,481	6,298	39,742	35,040
Nissan	41,583	35,324	212,841	188,436
Peugeot	501	768	3,067	3,482
Plymouth	2,629	4,624	18,709	26,212
Pontiac	6,160	5,484	26,919	32,434
Porsche	956	1,554	4,556	8,806
Saab	2,385	3,636	16,192	19,341
Sterling	563	715	3,351	4,947
Subaru	13,235	15,000	73,724	75,724
Suzuki	349	0	2,809	0
Toyota	49,233	54,906	238,656	283,478
Volkswagen	15,736	16,246	73,091	77,495
Volvo	9,695	9,153	53,043	49,621
Yugo	1,038	2,013	5,305	16,544
TOTAL	258,179	288,500	1,410,096	1,538,531

*—Volkswagen totals include U.S.-built models sold after June 30,1988. Sales charts compiled by Karen Detkowski
**—estimated

Machine tool orders dip 37%

Auto market flat, builders declare

By John Wisely
SPECIAL CORRESPONDENT

Total machine tool orders fell 37 percent in May, compared to the year-ago month, according to the Association for Manufacturing Technology, a group that collects data from machine tool builders.

Auto analysts warn that monthly order numbers are often erratic and a one-month drop does not necessarily affect automakers' plans. But Albert Moore, president of the association, said, "The slackening in (total) orders we are seeing is cause for concern."

The association does not break out the numbers by industry but because the automotive market buys a large portion of all machine tools, 35-40 percent by some estimates, any fluctuation in total orders usually shows up in the automotive market.

Tool builders generally agreed that the automotive market for machine tools is flat and said several factors could cause a decline in monthly orders. They include uncertainty about future federal clean-air legislation and requirements and economic conditions.

David Reichard, vice president of sales and marketing for Comau Productivity Systems, a Troy, Mich., firm specializing in assembly of machine tool systems, said, "New corporate average fuel economy standards could be slowing orders from engine plants because the automakers are unsure which engines are going to be continued and which must be changed."

Other tool makers said automakers might have been surprised by the Bush administration's clean air plan and are now accelerating small-engine plans while proceeding more slowly with some of their larger engines.

Larry Von Moll, director of market development for Cincinnati Milicron, a machine tool group, said economic uncertainties — particularly interest rates — could cause monthly orders to fluctuate. He added, "Tool orders are strongly influenced by the timing of projects."

A Ford Motor Co. spokesman said the automaker has not cut orders and is proceeding at normal rates. Chrysler Motors said machine tool orders have remained consistent because they are tied directly to long-range product programs.

General Motors was the only company to show any kind of decline. But lower purchase levels have been pretty typical for the last 18 months, according to a GM spokeswoman, who said the company's major capital outlays for new equipment were made three years ago. "Sooner or later, it will pick up again," she said.

Eli Lustgarten, a securities analyst with Paine Webber who follows machine tools, said "last year's numbers were somewhat higher and that was partially due to Saturn orders."

In the machine-tool world, the auto industry includes transplant makers, suppliers and overseas manufacturers as well as the domestic Big 3.

Total machine tool exports, including automotive, plunged 62 percent in May, compared to May 1988, and Moore cited a strong dollar as a contributing factor.

AUTOMOTIVE NEWS/JOE WILSBERG

David Yambrosic, a machine tool builder, assembles an Ex-Cell-O/EMAG MSC-12 computer-numerical-controlled turning center.

"New CAFE standards could be slowing the (tool) orders from engine plants because the automakers are unsure which engines are going to be continued and which must be changed."

— REICHARD

LIGHT-DUTY TRUCK SALES

	June 1989	June 1988	6 Mos., 1989	6 Mos., 1988
Vans	14,819	17,387	88,044	98,894
Aerostar	17,894	15,144	101,365	95,316
Club Wagon	2,756	2,781	14,195	15,135
Ranger	21,900	29,155	137,680	155,282
Bronco	4,552	4,763	30,392	27,788
Bronco II	8,218	11,484	53,345	61,664
Pickups	51,559	54,740	305,624	312,847
Ford	**121,698**	**135,454**	**730,645**	**766,926**
Vans	11,100	11,179	57,674	69,148
Sportsvan	1,107	1,233	5,795	8,012
Geo Tracker	770	0	4,471	0
Astro	13,189	16,744	70,033	87,746
S-10	18,191	23,247	114,665	122,894
S-10 Blazer	14,079	15,326	85,554	82,922
El Camino	0	7	0	412
Blazer	1,652	2,001	11,256	14,643
Suburban	5,650	6,788	32,006	34,191
Pickups	45,590	47,906	274,400	263,774
Chevrolet	**111,328**	**124,431**	**655,854**	**683,742**
Vans	7,741	5,563	40,267	31,936
Ram Wagon	2,648	2,601	14,079	14,237
Voyager	18,206	21,736	98,331	105,119
Caravan	18,520	22,768	106,619	113,106
Mini Ram Van	1,854	2,531	8,249	10,732
Ram 50	2,568	5,127	15,702	32,165
Raider	1,017	564	3,828	3,508
Ramcharger	1,512	1,373	11,125	10,179
Dakota	7,001	8,266	47,619	49,914
Pickups	7,157	7,834	46,067	46,342
Chrysler	**68,224**	**78,363**	**391,886**	**417,238**
Vans	3,775	3,862	21,207	25,018
Safari	2,576	3,292	16,155	18,000
S-15	3,689	4,689	25,666	25,889
S-15 Jimmy	2,955	3,728	20,795	20,109
Jimmy	417	523	3,217	4,021
Caballero	0	4	0	60
Suburban	1,734	2,149	11,292	11,948
Pickups	12,544	13,280	77,901	73,206
P Model	297	380	1,991	2,161
W-4	73	146	688	730
GMC	**28,060**	**32,053**	**178,912**	**181,142**
Wrangler/CJ	5,470	4,848	26,908	21,708
Wagoneer	520	700	3,341	4,489
Cherokee	16,195	12,527	76,678	70,291
Grand Wagoneer	891	1,213	5,357	6,546
Comanche	2,195	3,551	13,984	20,849
J-10/J-20	0	0	0	221
Jeep	**25,271**	**22,839**	**126,268**	**124,104**
Toyota	20,329	20,461	112,324	121,309
Nissan	13,047	14,746	79,215	84,661
Mazda	6,148	7,676	41,905	52,125
Isuzu	6,917	7,554	44,564	39,196
Mitsubishi	2,583	3,320	20,020	24,131
Suzuki	1,633	2,199	13,152	31,221
Subaru	0	0	0	9
Range Rover	404	209	2,394	1,576
Imports	**51,061**	**56,161**	**313,574**	**354,209**
Industry Total	**405,642**	**449,301**	**2,397,139**	**2,527,361**

Compiled by Karen Detkowski

PRODUCTION

Auto output tops '88 for first half

By Kathy Boyer
AUTOMOTIVE NEWS STAFF REPORTER

Domestic auto production for the first half of the year totaled 3,830,661, up 2.41 percent over the 3,740,470 completed during the first half of 1988.

Auto output for the second quarter was 1,931,362, 1.69 percent more than this year's first-quarter total of 1,899,299 but 4.93 percent below 1988's second-quarter build of 2,031,514.

Last month's car assembly of 612,914 dipped 10.03 percent from the May total of 681,261 and was 16.00 percent below the year-ago month's 729,633.

Automakers' targeted output of 41,379 last week was 66.64 percent below the prior week's 124,044. Plants worked a four-day week because of Independence Day, and some were down for model changeover and vacation.

Last week's estimated production was shared as follows: General Motors, 66.86 percent; Chrysler Motors, 22.23 percent; New United Motor Manufacturing Inc., 5.92 percent; and Toyota Motor Manufacturing U.S.A., 4.99 percent.

Ford Motor Co., Honda of America Manufacturing, Mazda Motor Manufacturing U.S.A., Nissan Motor Manufacturing and Diamond-Star Motors are closed for vacation and are expected to resume production July 17.

Truck output during the first half totaled 2,299,625, 6.19 percent above the 2,165,632 trucks built in the first half of 1988.

Second-quarter truck production of 1,141,287 was 1.47 percent lower than the first-quarter build of 1,158,338 but was 5.12 percent more than last year's second-quarter total of 1,085,670.

Truckmakers built 380,749 trucks in June, 3.10 percent fewer than May output of 392,946 but 1.48 percent more than the year-ago month's 375,178.

Car build dips 15% in Canada

Canadian automakers produced 521,536 cars in the first half, down 15.20 percent from 614,998 in the comparable period last year.

Auto output in the second quarter was 268,702, an increase of 6.28 percent over the first quarter's 252,834, but it was 17.40 percent below the year-ago second quarter's 325,322.

Car production for June totaled 91,654 units, down 0.12 percent from May's 91,762 and down 17.73 percent from the year-ago month's 111,406.

Truckmakers built 522,626 units in the first half, 5.72 percent above the 494,346 assembled in the first half of last year.

Second quarter production totaled 262,196 units, up 0.68 percent from the first quarter's 260,430 and 5.35 percent above last year's second-quarter build of 248,885.

June truck assembly of 89,026 fell 1.80 percent from 90,661 the prior month, but it was 1.08 percent above the year-ago month's 88,071.

U.S. CAR	Week Ended July 8, 1989	Week Ended July 9, 1988	Week Ended July 1, 1989	June Total	Jan. 1 to July 8, 1989	Jan. 1 to July 9, 1988
Horizon	900	1,621	1,208	4,106	12,941	52,368
Sundance	2,000	2,087	2,570	11,379	64,597	57,246
Reliant	0	1,597	0	0	0	49,964
Acclaim	2,400	0	3,141	15,630	71,292	0
Caravelle	0	0	0	0	0	9,087
Gran Fury	0	311	0	0	0	14,746
Total Plymouth	5,300	5,616	6,919	31,115	148,830	183,411
LeBaron K	0	0	0	0	0	7,912
LeBaron J	0	1,636	0	3,555	55,273	42,490
LeBaron GTS	0	212	0	0	2,946	5,116
N. Yorker C-Class	0	2,037	1,867	8,616	57,496	63,196
Fifth Avenue	0	251	0	0	0	15,494
Total Chrysler	0	4,136	1,867	12,171	115,715	134,208
Omni	900	1,472	1,063	4,040	14,089	51,312
Daytona	0	1,629	0	2,328	46,536	772
Shadow	1,700	1,810	2,198	9,658	61,393	57,055
Aries	0	1,440	0	0	0	48,971
Dodge 600	0	0	0	0	0	8,549
Dynasty	0	1,744	3,059	14,589	83,278	59,222
Lancer	0	138	0	0	1,528	5,233
Spirit	1,300	0	2,001	9,827	60,468	0
Diplomat	0	341	0	0	0	11,930
Total Dodge	3,900	8,574	8,321	40,442	267,292	284,044
CHRYSLER MOTORS	9,200	18,326	17,107	83,728	531,837	601,663
Escort	0	0	0	20,888	169,288	201,238
Mustang	0	0	4,419	19,027	116,716	109,640
Tempo	0	0	2,920	12,720	81,238	102,764
Taurus	0	0	7,952	34,990	205,266	213,056
Thunderbird	0	0	2,670	14,161	88,353	84,245
Total Ford Div.	0	0	17,961	101,786	660,861	710,943
Topaz	0	0	1,509	6,675	37,232	38,291
Cougar	0	0	2,670	11,071	74,071	63,775
Sable	0	0	2,482	10,929	66,515	73,626
Total Mercury	0	0	6,661	28,675	177,818	175,692
Continental	0	0	1,428	6,310	37,593	23,716
Mark VII	0	0	478	2,020	13,265	12,997
Lincoln	0	0	2,871	12,407	70,039	75,589
Total Lincoln	0	0	4,777	20,737	120,897	112,302
Total L-M Division	0	0	11,438	49,412	298,715	287,994
FORD MOTOR CO.	0	0	29,399	151,198	959,576	998,937
Skyhawk	0	70	0	0	6,913	9,945
Skylark/Somerset	1,280	1,311	1,497	6,166	32,528	27,983
Century	2,140	2,658	2,252	12,186	66,952	66,096
Riviera	0	48	0	827	11,348	3,642
Electra	0	1,611	1,232	6,150	43,308	49,803
LeSabre (fwd)	2,436	2,040	3,975	18,196	87,221	69,970
LeSabre (rwd)	32	150	83	413	3,986	5,820
Reatta	0	165	0	64	3,140	5,140
Total Buick	5,888	8,053	9,039	44,002	255,396	238,399
Cimarron	0	0	0	0	0	3,693
Eldorado	0	333	0	2,401	19,103	23,410
Seville	0	236	0	1,752	13,997	14,488
Brougham (rwd)	920	386	826	3,202	20,983	17,799
Deville (fwd)	0	2,862	3,988	17,652	113,516	97,108
Allante	60	0	75	255	1,693	1,135
Total Cadillac	980	3,817	4,889	25,262	169,292	157,633
Cavalier	3,528	5,885	7,065	31,093	205,262	201,538
Camaro	0	2,200	1,770	11,747	64,591	5,925
Celebrity	1,992	4,013	1,786	9,747	70,614	108,343
Corsica/Beretta	3,456	7,411	7,184	39,219	224,499	231,362
Caprice	2,920	4,403	2,860	17,614	107,231	114,478
Corvette	448	354	491	2,463	14,293	11,878
Total Chevrolet	12,344	24,266	21,156	111,883	686,490	719,524
Calais	1,600	2,478	2,320	9,718	53,557	64,657
Firenza	0	0	0	0	0	5,230
Cutlass Ciera	1,536	1,578	1,527	8,507	47,323	13,156
Cutlass Supreme	0	3,447	0	1,035	51,125	90,891
Toronado	0	127	0	473	4,845	10,209
88 (fwd)	684	2,662	2,753	12,551	85,135	89,661
88 (rwd)	216	118	207	964	4,607	6,925
Olds 98	0	1,525	1,027	4,624	41,993	44,948
Total Oldsmobile	4,036	11,935	7,834	37,872	288,585	325,677
Sunbird	0	1,449	3,266	13,875	81,176	59,756
Grand Am	3,840	4,616	5,031	21,189	134,928	138,286
Firebird	0	1,054	900	5,771	35,352	36,632
Grand Prix	0	3,130	0	1,624	69,565	73,415
Pontiac 6000	576	1,168	714	3,917	43,138	43,569
Bonneville	0	2,158	1,940	8,648	51,680	63,962
Safari/Parisienne	0	71	0	230	2,691	4,697
Fiero	0	0	0	0	0	11,134
Total Pontiac	4,416	13,646	11,851	55,254	418,530	431,451
GENERAL MOTORS	27,664	61,717	54,769	274,273	1,818,293	1,872,684
DIAMOND-STAR*	0	0	1,536	6,766	26,472	0
HONDA*	0	0	7,690	33,108	197,597	196,869
Civic	0	0	2,700	11,734	67,218	54,206
Accord	0	0	4,990	21,374	130,379	142,663
MAZDA*	0	2,452	3,474	18,099	106,508	53,699
NISSAN	0	0	2,502	12,535	61,735	53,571
NUMMI	2,450	0	4,289	18,620	106,303	85,176
Corolla	950	0	1,686	7,276	42,760	31,278
Geo Prizm/Nova	1,500	0	2,603	11,344	63,543	53,898
TOYOTA	2,065	0	3,278	14,587	60,588	0
VOLKSWAGEN	0	1,533	0	0	0	32,495
Golf/GTI	0	1,533	0	0	0	26,932
Jetta	0	0	0	0	0	5,553
Total Cars, U.S.	41,379	84,028	124,044	612,914	3,868,909	3,814,735
Total Cars, Canada	9,755	12,343	17,046	91,654	530,922	628,997
U.S., Canada Cars	51,134	96,371	141,090	704,568	4,399,831	4,443,732
U.S. Canada Cars and Trucks	94,149	152,626	240,640	1,174,343	7,263,704	7,182,080

Monthly estimates may contain error of one or two units due to rounding.
†—Total includes the MX-6 and Ford Probe.

CANADIAN CAR	Week Ended July 8, 1989	Week Ended July 9, 1988	Week Ended July 1, 1989	June Total	Jan. 1 to July 8, 1989	Jan. 1 to July 9, 1988
Premier	0	1,541	0	3,746	22,370	37,498
CHRYSLER MOTORS	0	1,541	0	3,746	22,370	37,498
Tempo	0	0	0	7,954	72,675	102,017
Topaz	0	0	0	3,384	30,827	36,450
Crown Victoria	0	0	2,411	11,028	68,779	71,940
Grand Marquis	0	0	2,390	10,768	74,446	71,864
FORD MOTOR CO.	0	0	4,801	33,134	246,727	282,271
Celebrity	854	681	1,026	4,152	12,566	12,364
Cutlass Ciera	1,905	5,473	2,570	10,629	88,518	152,771
Lumina	5,272	0	5,138	23,036	65,633	0
Pontiac 6000	0	707	0	0	0	29,738
Regal	1,280	3,780	1,341	6,752	41,536	91,290
GENERAL MOTORS	9,311	10,641	10,075	44,569	208,253	286,163
HONDA*	0	0	1,650	7,498	42,445	19,217
TOYOTA	300	0	340	1,915	6,480	0
VOLVO	144	161	180	792	4,647	3,848
Total Cars, Canada	9,755	12,343	17,046	91,654	530,922	628,997

U.S. TRUCK☆	Week Ended July 8, 1989	Week Ended July 9, 1988	Week Ended July 1, 1989	June Total	Jan. 1 to July 8, 1989	Jan. 1 to July 9, 1988
Caravan	1,400	1,282	1,994	10,106	60,257	52,548
Dakota	0	1,543	0	5,827	54,919	61,710
Caravan C/V	100	183	107	609	4,612	8,513
Ram pickups	0	1,517	0	5,888	55,023	40,202
Total Dodge	1,500	4,525	2,101	22,430	174,811	162,973
Cherokee	0	3,828	3,954	21,158	122,181	99,002
Comanche	0	914	503	2,579	16,753	25,216
Grand Wagoneer	0	0	0	443	6,279	7,931
Wagoneer	0	0	94	1,005	4,987	6,190
Total Jeep	0	4,742	4,551	25,185	150,200	138,339
Voyager	1,300	1,351	1,861	9,358	56,998	48,550
Town & Country	100	0	179	896	1,688	0
Total C-P Div.	1,400	1,351	2,040	10,254	58,686	49,303
CHRYSLER MOTORS	2,900	10,618	8,692	57,869	383,697	357,879
Aerostar	0	0	4,975	20,998	127,712	109,133
Bronco	0	0	1,367	6,280	43,085	32,390
Bronco II	0	0	2,804	12,650	69,685	89,881
Econoline	0	0	4,300	21,544	129,119	130,025
Heavy trucks	0	0	1,153	5,556	34,992	35,060
Light trucks	0	0	11,614	51,345	292,860	266,783
Ranger	0	0	7,413	32,707	183,701	191,433
Total Ford Div.	0	0	33,626	151,180	879,154	834,705
FORD MOTOR CO.	0	0	33,626	151,180	879,154	834,705
Astro	2,395	3,394	3,004	13,185	89,276	92,506
Blazer	331	443	522	2,631	15,167	15,019
Mediums/Heavies	0	219	0	0	1,312	9,652
P-Model	583	737	866	3,852	19,337	21,310
Pickups	6,629	5,537	7,946	34,366	214,542	180,640
S-10	3,761	5,517	4,851	22,728	143,787	157,464
S-10 Blazer	3,485	2,563	4,138	17,483	104,265	90,217
Sportsvan/Van	1,477	1,813	2,021	7,704	52,488	47,868
Suburban	956	1,171	1,489	7,431	42,272	40,057
Total Chevrolet	19,617	21,394	24,837	109,380	682,446	654,733
Jimmy	96	87	158	772	4,504	4,362
Mediums/Heavies	0	653	0	0	1,496	21,435
P-Model	121	49	119	500	2,554	3,197
Pickups	1,851	1,821	2,133	10,396	63,573	55,845
S-15	845	1,094	884	4,378	33,574	36,029
S-15 Jimmy	826	695	885	4,619	29,021	23,393
Safari	613	850	792	3,496	23,187	23,591
Suburban	323	414	555	2,780	16,663	18,120
Vandura/Rally Vans	491	510	467	2,073	14,263	19,241
Total GMC	5,166	6,173	5,993	29,014	188,835	205,213
GENERAL MOTORS	24,783	27,567	30,830	138,394	871,281	859,946
NAVISTAR	0	0	1,400	7,384	45,126	46,845
NISSAN	0	0	2,150	10,978	65,298	55,959
AM GENERAL	360	450	450	1,944	11,790	12,060
MISCELLANEOUS	2,400	2,300	3,000	13,000	73,300	61,640
Total Trucks, U.S.	30,443	40,935	80,148	380,749	2,329,646	2,229,034

CANADIAN TRUCK	Week Ended July 8, 1989	Week Ended July 9, 1988	Week Ended July 1, 1989	June Total	Jan. 1 to July 8, 1989	Jan. 1 to July 9, 1988
Caravan	1,784	2,900	2,320	12,659	80,388	78,894
Caravan C/V	215	251	316	1,655	7,118	7,858
Ram Wagon	340	354	690	2,306	15,490	13,556
Ram Van	1,137	1,639	1,715	5,876	40,080	35,024
Total Dodge	3,476	5,144	5,041	22,496	143,076	135,332
Voyager	1,932	2,696	2,373	12,384	71,886	71,990
Total Plymouth	1,932	2,696	2,373	12,384	71,886	71,990
Wrangler	1,700	805	1,555	7,950	44,844	26,946
Total Jeep	1,700	805	1,555	7,950	44,844	26,946
CHRYSLER MOTORS	7,108	8,645	8,969	42,830	259,806	234,268
FORD MTR (lt. trks.)	0	0	3,471	15,415	89,294	91,509
Light trucks	2,880	3,202	3,409	15,795	86,201	82,593
Vans	1,068	1,418	1,237	5,470	35,651	34,144
Total Chevrolet	3,948	4,620	4,646	21,265	121,852	116,737
Light trucks	1,024	1,316	1,351	5,586	39,179	42,917
Vans	492	739	694	2,735	17,497	17,782
Total GMC	1,516	2,055	2,045	8,321	56,676	60,699
GENERAL MOTORS	5,464	6,675	6,691	29,586	178,528	177,436
NAVISTAR	0	0	271	1,195	6,599	6,101
Total Trks., Canada	12,572	15,320	19,402	89,026	534,227	509,314
U.S., Canada Trks.	43,015	56,255	99,550	469,775	2,863,873	2,738,348

☆—Includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.